

Message Text

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PAGE 01 STATE 084157
ORIGIN EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 USIA-06
TRSE-00 EUR-12 ERDA-05 ISO-00 ACDA-07 /039 R

DRAFTED BY EB/ITP/EWT - SSGOODMAN:LLB
APPROVED BY EB/ITP/EWT - HKOPP
EUR/SOV - JCOLBERT
EUR/NE - RWOODS (INFO.)

-----150519Z 078898 /14

R 142052Z APR 77
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW
INFO AMEMBASSY STOCKHOLM

C O N F I D E N T I A L STATE 084157

EXCON

E.O. 11652: XGDS-1

TAGS: ESTC, UR

SUBJECT: AIR TRAFFIC CONTROL SYSTEM FOR USSR

1. JERRY SQUIRES OF SPERRY-UNIVAC CALLED TO APPRISE DEPARTMENT OF HIS FIRM'S RENEWED INTEREST IN SUPPLYING AN AIR TRAFFIC CONTROL SYSTEM TO THE USSR. SQUIRES DETAILED SPERRY-UNIVAC'S NEGOTIATIONS WITH THE SOVIETS IN 1974-75 AND SAID THAT THE SOVIETS IMPLIED AT THAT TIME TO SPERRY THAT THE DECISION NOT TO CONCLUDE THE CONTRACT AND TO TURN TO STANSAAB MAY HAVE BEEN BASED ON POLITICAL CONSIDERATIONS.
 2. SQUIRES REFERRED TO AMBASSADOR STOESSEL'S FAREWELL PARTY AT WHICH SOVIETS MENTIONED THAT THEY WERE READY TO NEGOTIATE WITH SPERRY-UNIVAC BUT NOTHING HAD COME OF
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IT. MORE RECENTLY AT THE DEDICATION OF AEROFLOT RESERVATION SYSTEM DESIGNED BY SPERRY-UNIVAC, A MINISTRY OF AVIATION OFFICIAL, IMPRESSED WITH THE EFFICIENCY OF RESERVATION SYSTEM, TURNED TO SQUIRES AND SAID "WHY NOT AIR TRAFFIC CONTROL SYSTEM FROM UNIVAC?" HE COMPLAINED ABOUT THE PERFORMANCE OF STANSAAB WHICH WAS NOT MEETING COMMITMENTS. SQUIRES WAS ALSO

TOLD ABOUT A PLANNED TRIP BY TWO SOVIET DEPUTY MINISTERS
TO STOCKHOLM IN MAY FOR A FINAL SHOWDOWN WITH STANSAAB.

3. SPERRY UNIVAC IS INTERESTED IN ANOTHER CRACK AT AIR
TRAFFIC CONTROL SYSTEM CONTRACT BUT WILL NOT INVEST
SIGNIFICANT RESOURCES IN ANOTHER MARKETING ATTEMPT.
SPERRY IS HOPING THAT THE SOVIETS DISAPPOINTED WITH
STANSAAB'S PERFORMANCE AND FAVORABLY IMPRESSED WITH
SPERRY'S AEROFLOT OPERATION WILL OFFER TO SIGN A
CONTRACT WITH SPERRY FOR THE SAME PACKAGE THAT WAS
REJECTED IN 1975.

VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EQUIPMENT, STRATEGIC TRADE CONTROLS, AIR TRAFFIC CONTROL
Control Number: n/a
Copy: SINGLE
Sent Date: 14-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE084157
Document Source: CORE
Document Unique ID: 00
Drafter: SSGOODMAN:LLB
Enclosure: n/a
Executive Order: X1
Errors: N/A
Expiration:
Film Number: D770130-1223
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770456/aaaabwob.tel
Line Count: 74
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f82c23a5-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2803384
Secure: OPEN
Status: NATIVE
Subject: AIR TRAFFIC CONTROL SYSTEM FOR USSR
TAGS: ESTC, UR, US
To: MOSCOW
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/f82c23a5-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009